

## Message Text

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21

ACTION SS-25

INFO OCT-01 ISO-00 /026 W

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R 061250Z MAR 75

FM AMEMBASSY TRIPOLI

TO SECSTATE WASHDC 2037

C O N F I D E N T I A L TRIPOLI 0262

EXDIS

E.O. 11652: GDS

TAGS: PFOR

SUBJECT: SELECTION OF CONTRACTOR FOR LIBYAN AIR DEFENSE SYSTEM

REF: TRIPOLI 122

1. ITT REPRESENTATIVE EXPLAINED TO US LATEST DEVELOPMENTS IN REGIME'S LENGTHY PROCESS OF SELECTING CONTRACTOR FOR LIBYAN AIR DEFENSE SYSTEM. LT. COL. JUMAA, AIR DEFENSE COMMANDER, TOLD ITT THAT DECISION HAD BEEN MADE TO AWARD CONTRACT TO ONE OF FOLLOWING THREE: THOMPSON CSF (FRENCH), PLESSY (BRITISH) OR ITT (U.S.). PAGE COMMUNICATIONS WAS NOT MENTIONED.

2. FIRST PRIMIN JALLUD STEPPED IN THE ORDERED THAT CONTRACT GO TO THOMPSON, ACCORDING TO JUMAA. HOWEVER, THAT FELL THROUGH WHEN FRENCH INSISTED THAT THOMPSON WOULD TAKE CONTRACT ONLY IF LIBYA AGREED TO BUY SOME MIRAGE F-1 AIRCRAFT. PLESSY THEN MOVED TO INSIDE TRACK UNTIL LIBYANS LEARNED THEIR PROPOSAL INCLUDED SOME ELEMENT OF PACKAGE WHICH WAS TEN YEARS BEHIND ITT TECHNIQUES.

3. SPOTLIGHT HAS NOW MOVED TO ITT. ONE OF STEPS IN SELECTION PROCESS HAS BEEN FOR EACH BIDDER TO MAKE FULL- DRESS PRESENTATION TO COS LT. COL. ABU BAKR YUNIS, AND ITT HAS HIGH-POWERED TEAM HERE TO MAKE ITS PRESENTATION TODAY. IN PAST FEW DAYS JUMAA HAS HINTED THAT ITT WOULD BE SUCCESSFUL AND WOULD BE ASKED TO BEGIN PROJECT WITH SMALL, CONFIDENTIAL

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TRIAL PHASE. DURING SUCH PHASE LIBYANS WOULD JUDGE ITT

PERFORMANCE AND BE IN POSITION EITHER TO HAVE COMPANY  
TERMINATE ITS WORK AT EARLY POINT OR COMPLETE WHOLE PROJECT.  
STEIN

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## Message Attributes

**Automatic Decaptioning:** Z  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIR DEFENSE, MILITARY AIRCRAFT, CONTRACTS  
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**Decaption Date:** 28 MAY 2004  
**Decaption Note:** 25 YEAR REVIEW  
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**Disposition Approved on Date:**  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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